DeLLMa: A Framework for Decision Making Under Uncertainty with Large Language Models

Ollie Liu* Deqing Fu* Dani Yogatama Willie Neiswanger

University of Southern California

Abstract

Large language models (LLMs) are increasingly used across society, including in domains like business, engineering, and medicine. These fields often grapple with decision-making under uncertainty, a critical yet challenging task. In this paper, we show that directly prompting LLMs on these types of decision-making problems yields poor results, especially as the problem complexity increases. To overcome this limitation, we propose DeLLMa (Decision-making Large Language Model assistant), a framework designed to enhance decision-making accuracy in uncertain environments. DeLLMa involves a multi-step scaffolding procedure, drawing upon principles from decision theory and utility theory, to provide an optimal and human-auditable decision-making process. We validate our framework on decisionmaking environments involving real agriculture and finance data. Our results show that DeLLMa can significantly improve LLM decision-making performance, achieving up to a 40% increase in accuracy over competing methods.

1. Introduction

Large language models (LLMs) are rapidly gaining traction across many domains due to their potential for automating and enhancing a broad spectrum of tasks (Bommasani et al., 2021; Bubeck et al., 2023). One important potential use is in *decision making under uncertainty, i.e.*, providing guidance on what action to take, given some set of possibilities, properly factoring in user goals and uncertainty about the world. The ability to make good decisions under uncertainty holds broad relevance across high-stakes tasks in fields such as business, marketing, medicine, aeronautics, and logistics (Kochenderfer, 2015; Peterson, 2017)—and its value is not limited to organization or company-level decisions but extends to aiding individuals in making informed choices as

Input: Decision Query from User



Figure 1. Given a decision query from a user, our framework DeLLMa (Decision-making LLM assistant) aims to perform optimal decision making under uncertainty. We illustrate DeLLMa on two decision-making tasks: agriculture (**left**) and stocks (**right**).

well. The ability of LLMs to analyze large quantities of data makes them potentially well-suited for sophisticated decision support tools, and ensuring that these models give accurate, context-aware recommendations could significantly augment human decision-making capabilities.

However, optimal decision making under uncertainty is difficult—even for humans. There exist frameworks from decision theory and utility theory (developed in fields such as economics, statistics, and philosophy) to provide humans with a structured approach for more rational and optimal decision-making (Von Neumann & Morgenstern, 1944;

^{*}Equal contribution. *Email*: me@ollieliu.com, deqingfu@usc.edu, yogatama@usc.edu, neiswang@usc.edu.

Luce & Raiffa, 1989; Berger, 2013). Research has consistently demonstrated that without these frameworks, human decision-making can often be highly irrational, swayed by biases and incomplete information (Bazerman & Moore, 2012). Similarly, achieving optimal decisions with LLMs presents its own set of difficulties. Issues include the tendency to fixate on specific explanations or information without adequately balancing all evidence, and inability to effectively handle uncertainty, manage biases, or align with a user's goals and utilities (Ferrara, 2023; Benary et al., 2023). Our paper presents experiments that exemplify these issues.

Furthermore, beyond merely making optimal decisions, it is crucial to understand *why* an LLM made a particular decision. This understanding aids in building trust in the decision, verifying its optimality, and improving any components that may lead to suboptimal outcomes. The ability to explain decisions and verify decision-making quality—a concept we refer to as *human auditability*—is essential for the practical application of LLMs to aid decision making in many real problems (Thirunavukarasu et al., 2023).

In this paper, our goal is to develop a framework that enables LLMs to make more-optimal decisions under uncertainty. This framework is designed not only to enhance decision-making accuracy but also to allow human users to understand the rationale behind each decision and evaluate its optimality. Drawing inspiration from prior work on multi-step scaffolding like Chain of Thought (CoT) (Wei et al., 2022) and Tree of Thoughts (ToT) (Yao et al., 2023), we provide a scaffold for LLMs, which follows the framework of classical decision theory, originally designed for optimal decision making under uncertainty by humans. Our approach involves several key steps: first, identifying and forecasting pertinent unknown variables given in-context information; second, eliciting a utility function that aligns with the user's goals; and finally, using this utility function to identify the decision that maximizes expected utility. We call our proposed framework DeLLMa, short for Decisionmaking Large Language Model assistant.

After introducing our framework, we show results on benchmark decision-making environments involving real datasets. These environments are designed to simulate two realistic decision-making scenarios: one in agriculture and another in finance. We then conduct a comparative analysis of DeLLMa against various LLM decision-making strategies, including zero-shot (direct) prompting, self-consistency (Wang et al., 2022), and CoT approaches. Our findings indicate that DeLLMa significantly enhances decision-making accuracy, with improvements of up to a 40% increase in prediction accuracy in both scenarios, particularly noticeable as the complexity and number of potential actions increases. Additionally, DeLLMa's structure allows us to understand the rationale behind each decision it makes. In full, our contributions are:

- We introduce DeLLMa, a framework for optimal, humanauditabile LLM-based decision making under uncertainty, employing a multi-step scaffolding procedure.
- We detail and implement a specific version of this framework, tailored to address a subset of decision problems, which is compatible with current LLMs.
- On multiple realistic decision-making environments, we show that DeLLMa gives up to a 40% improvement in optimal decision-making accuracy over competing methods.

2. Related Work

Decision Making with LLMs. Initiated by Chain-of-Thought (CoT) prompting (Wei et al., 2022), a plethora of recent works have developed frameworks to decompose complex, multi-step reasoning problems—including decisionmaking—into modular sub-problems. For example, Treeof-Thought (ToT) prompting (Yao et al., 2023) generalizes CoT with a tree-search procedure to optimize a reasoning path subject to external feedback. Subsequent works aim to improve ToT with better search algorithms, self-induced feedback, and tool usage (Hao et al., 2023; Qin et al., 2023; Zhuang et al., 2023; Ye et al., 2023).

However, none of these existing works focus on a framework for decision-making *under uncertainty*, which we demonstrate is challenging even for carefully-crafted chains that emulate classical decision-making procedures.

Another line of work leverages LLMs for optimizing blackbox functions (Yang et al., 2023; Nie et al., 2023; Shinn et al., 2023). These settings involve methods that make a substantial number of low-cost decisions (which do not incur a high price for suboptimality). Instead, we focus on single-step *expensive* decisions, particularly in the prescence of uncertainty, with a focus on the optimality of decisions.

Additionally, a number of applied domains that involve decision making have recently started to explore using LLM-based methods, such as in supply chain optimization (Li et al., 2023), and automated driving (Mao et al., 2023).

Uncertainty with LLMs. LLMs, without proper calibration, can be overly confident in their responses (Si et al., 2022). Such pitfalls make them unlikely to make reliable decisions under uncertainty. Prior work has aimed to solve this issue; one line of research involves asking LLMs for their own confidence, with or without additional finetuning (Kadavath et al., 2022; Lin et al., 2022; Mielke et al., 2022; Chen & Mueller, 2023). Such methods can be costly if finetuning is needed or can perform poorly when an overconfident model attempts to evaluate its own confidence. Lin et al. (2023) propose an alternative uncertainty quantification method through selective NLG. Similar approaches are also used in LLM tool-usage literature (Ren et al., 2023).

3. Methods

Preliminaries Suppose that a decision maker needs to make a choice between a set of options to achieve some goal—we refer to this as a *decision problem*. We begin by formalizing a decision problem, and afterwards describe how we approach decision making with LLMs. There are three main components to the decision problems that we will describe: *actions, states*, and *utilities*.

First, the *actions* are the possible options that a decision maker wishes to choose between. We use A to denote the space of actions, and $a \in A$ for a single action in this set.

The second main component is the set of *unknown states* of nature, denoted Θ . In our formulation, we define a state $\theta \in \Theta$ to be any latent variable whose true value is unknown, yet affects outcomes relevant to the decision maker's goals. To perform optimal decision making, one must act while accounting for uncertainty over these unknown states.

Third, an important component is the decision maker's preferences for different possible outcomes. We formalize our framework for decision making under uncertainty using *utility theory*, which can be viewed as "modeling the preferences of an agent as a real-valued function over uncertain outcomes" (Kochenderfer et al., 2022; Schoemaker, 1982; Fishburn, 1968). A key element of decision theory is the *utility function* (note that, in some formulations, this is instead given in terms of a *loss function L*). The utility function is denoted $U : \Theta \times \mathcal{A} \to \mathbb{R}$, and it assigns a scalar value to any state and action $(\theta, a) \in \Theta \times \mathcal{A}$. Intuitively, a higher utility means that the state-action pair yields a more-preferable outcome for the user. We assume the utility function is bounded, $U(\theta, a) \leq K < \infty$.

The goal of the decision maker will be to choose a *final* decision $a^* \in A$, which yields the highest possible utility, while accounting for uncertainty in the unknown states θ .

Decision Making with LLMs: Setup and Current Approaches. We first describe the setting in which we intend our framework to operate. Suppose a human wishes to use this LLM assistant to help make a decision. They begin by describing a decision problem via a user prompt \mathcal{P} . We formalize a user prompt as a triplet $\mathcal{P} = (\mathcal{G}, \mathcal{A}, \mathcal{C})$, which includes: a natural language description of the user's goal \mathcal{G} , a list of n actions $\mathcal{A} = (a_1, \ldots, a_n)$, and a passage of contextual information \mathcal{C} , which might be, *e.g.*, pages from a report, or a text-based representation of historical data.

Referring to the **Agriculture** decision problem in Figure 1 as a running example, the goal G is for a farmer to maximize their revenue in the forthcoming year; the action set A lists the possible produce the farmer is interested in planting; and the context C consists of historical summaries of agricultural yields or information about the climate around the farm.

It is tempting to delegate such decision-making instances to LLMs with direct prompts of \mathcal{P} . However, we observe that responses from conventional approaches, such as Self-Consistency and CoT, do not adequately balance available evidence, handle uncertain information, or align with user preferences; we show in Section 4 that these methods perform poorly, especially with increasing numbers of actions.

DeLLMa: a Decision-Making LLM Assistant. To help encourage optimal decisions under uncertainty, we propose a framework that guides an LLM to follow the scaffolding of classical decision theory, originally designed to guide humans toward more rational decision making. By restricting LLMs to this scaffold we can also explicitly see components of the decision-making process—*e.g.*, predictions of unknown states and utility function values—which allow a user to identify why a given decision was made.

In our initial formalization of this framework, we restrict ourselves to a slightly curtailed class of problems, and thus make a few simplifying assumptions. For example, we have assumed above that there are a discrete, enumerable set of n possible actions, *i.e.*, $\mathcal{A} = (a_1, \ldots, a_n)$. We will also assume there is a discrete set of m possible states, $\Theta = (\theta_1, \ldots, \theta_m)$, though m may be quite large.

Our framework will use an LLM to produce a belief distribution over the unknown states, given the input context C. We view this as a *posterior belief distribution* over the states, which we denote by $\pi(\theta \mid C)$. Implicitly, we are assuming that the LLM implies a *prior belief distribution* $\pi(\theta)$, given only the model weights or training data.

Our framework will also elicit a *utility function*, based in part on the description of the user's goals $\mathcal{G} \in \mathcal{P}$. This utility function will assign a real value to any state, action pair (θ, a) . We denote this utility function as $U(\theta, a)$.

Given these, the *expected utility* under our LLM of taking an action a, given some additional context C, can be written

$$U_{\mathcal{C}}(a) = \mathbb{E}_{\pi(\theta|\mathcal{C})} \left[U(\theta, a) \right] = \sum_{\theta \in \Theta} \pi(\theta \mid \mathcal{C}) U(\theta, a).$$
(1)

Then, under the *expected utility principle* for rational decision making (Machina, 1987; Peterson, 2017), we should select the *Bayes-optimal decision* a^* , which maximizes the expected utility, and can be written

$$a^* = \arg\max_{a \in \mathcal{A}} U_c(a). \tag{2}$$

We call our framework **DeLLMa**, short for **De**cisionmaking Large Language Model assistant. DeLLMa carries out this sequence of four steps—state enumeration, state forecasting, utility elicitation, and expected utility maximization. A full description of DeLLMa is shown in the box below. In the following sections we give details on our specific implementation of each of these four steps.

DELLMA: AN ASSISTANT FOR LLM DECISION MAKING UNDER UNCERTAINTY

Input: A user prompt $\mathcal{P} = (\mathcal{G}, \mathcal{A}, \mathcal{C})$ consisting of a user's goal \mathcal{G} , actions $\mathcal{A} = (a_1, \ldots, a_n)$, and context \mathcal{C} .

- 1. State Enumeration: Produce a list of *m* states $\Theta = (\theta_1, \dots, \theta_m)$, which are unknown quantities whose values are predicted to influence the user's goal \mathcal{G} . \triangleright Described in Section 3.1.
- 2. State Forecasting: For each state θ_j , produce a probabilitic forecast $\pi(\theta_j \mid C)$, which describes the probability of different values of this state given context C. **Described in Section 3.2**.
- 3. Utility Function Elicitation: Produce a *utility function* $U : (\theta_j, a_i) \to \mathbb{R}$, which assigns a real value to each state-action pair (θ_j, a_i) , based on the user's goal \mathcal{G} . \triangleright Described in Section 3.3.
- 4. Expected Utility Maximization: For each action a_i , compute the expected utility $U_{\mathcal{C}}(a_i) = \mathbb{E}_{\pi(\theta|\mathcal{C})} [U(\theta, a_i)]$, and then return the decision $a^* = \arg \max_{i \in \{1,...,n\}} U_{\mathcal{C}}(a_i)$ to the user. \triangleright Described in Section 3.4.

3.1. State Enumeration

We describe the strategy that we adopt for enumerating a space of relevant latent states $\Theta = (\theta_1, \dots, \theta_m)$.

Given \mathcal{P} as context, we prompt an LLM to identify k latent factors that are predicted to influence the user's goal \mathcal{G} . Each latent factor is a string (a word or phrase), which can be viewed as describing a dimension of our state space Θ . We denote these k latent factors as (f_1, \ldots, f_k) .

For each latent factor, we prompt our LLM to generate ℓ plausible values of the latent factor (where we choose ℓ to be a small number such as 3). For a latent factor f_j , we denote its plausible values as $\tilde{f}_j^{1:\ell}$. Each of these plausible values is also a string (a word or phrase). This process discretizes the state space, where each of the k dimensions has ℓ bins.

A single state θ_j in this state space consists of one plausible value from each of the k latent factors, which we can denote by $\theta_j = \theta_j^{1:k} \in \Theta$. In total, this produces a discretized state space of size $|\Theta| = m = \ell^k$. While this state space is too large to enumerate explicitly, we develop a procedure to forecast probabilities for these states in a scalable manner.

3.2. State Forecasting

In the next step of DeLLMa, we must form a probabilistic forecast of the unknown states, given information contained in the provided context $C \in P$. We need to do this in a way that allows us to compute expected utilities, given the size of the sample space. Our strategy will be to define a joint distribution over the state space, which we can then sample from to form a Monte Carlo estimate of the expected utility.

For each of the k latent factors, and each of their ℓ possible values $\tilde{f}_j^{1:\ell}$, we prompt our LLM to assign a *verbalized* probability score \in {very likely, likely, somewhat likely, somewhat unlikely, unlikely, very unlikely}. In total, we

must assign $k \times \ell$ of these scores. We provide concrete prompts for this verbalized probability scoring in Figure 11.

We then define a dictionary \mathcal{V} that maps each verbalized probability score to a numerical value. After normalization, this scoring implies a joint probability distribution over the state space Θ , assuming independence between the k latent factors, which we posit for computational simplicity. We can then sample states from this joint distribution by iterating through each of the latent factors, sampling according to its approximate marginal probability (as labeled by the normalized scores), and concatenating the samples.

We describe the full procedure in Algorithm 1. As input, we provide \mathcal{V} , which in our implementation maps the verbalized scores to $(6, 5, \dots, 1)$ in decreasing order of probability. The Normalize function simply scales these weights instantiated in the marginal distribution to a well-defined probability mass function (PMF). We consider the drawn samples to be from an LLM-defined proposal distribution $\pi^{\text{LLM}}(\cdot | \mathcal{C})$, returned as output from Algorithm 1, which approximates the posterior belief distribution $\pi(\cdot | \mathcal{C})$.

3.3. Utility Function Elicitation

Next, we need a method to *elicit* (which is to say: *construct*) a utility function $U : \Theta \times A \rightarrow \mathbb{R}$, which maps a state-action pair to a real value. An accurate utility function, which balances the preferences of a human user with respect to the goal that they describe, is difficult to construct directly in a general-purpose manner. There is a long history of work on *utility elicitation* methods (Farquhar, 1984), which aim to construct a utility function from *e.g.*, pairwise preference data. Here, we combine these methods with large language models to try and automatically elicit a utility function.

We conduct the following general procedure. We can sample states based on our forecast state distribution $\pi^{\text{LLM}}(\theta \mid C)$,

Algorithm 1 STATEFORECAST $(\mathcal{M}, \mathcal{P}, \mathcal{V}, \{f_i, \tilde{f}_i^{1:\ell}\}_{i=1}^k)$
Input: LLM \mathcal{M} , user prompt $\mathcal{P} = (\mathcal{G}, \mathcal{A}, \mathcal{C})$, plausibility score
mapping \mathcal{V} , latent factors $\{f_1, \dots, f_k\}$, and plausible values
$\{ ilde{f}_1^{1:\ell},\cdots, ilde{f}_k^{1:\ell}\}.$
for $i = 1$ to k do
PMF for the latent factor f_i
$\pi_i(\cdot \mid \mathcal{C}) \leftarrow \{\}$
Get verbalized probability scores
$[v_1, \cdots v_\ell] \leftarrow \mathcal{M}(\mathcal{P}, f_i, \widetilde{f}_i^{1:\ell})$
for $j = 1$ to ℓ do
$\pi_j(ilde{f}^j_i \mid \mathcal{C}) \leftarrow \mathcal{V}[v_j]$
end for
$\pi_i(\cdot \mid \mathcal{C}) \leftarrow \text{Normalize}(\pi_i(\cdot \mid \mathcal{C}))$
end for
return $\pi^{\text{LLM}}(f_1, \cdots, f_k \mid \mathcal{C}) \coloneqq \prod_{i=1}^k \pi_i(\cdot \mid \mathcal{C})$

and from these form a set of state-action pairs. We then group these pairs into minibatches, and prompt our LLM to rank the elements of each minibatch, given the stated user's goal $\mathcal{G} \in \mathcal{P}$. This LLM-based ranking of items—where each item consists of an action and a particular instantation of states-is a procedure that can be broadly applied, and LLMs have a history of being successfully used for similar comparisons in prior works (Lee et al., 2024; Qin et al., 2023b). Based on these minibatch rankings, we are able to extract pairwise preferences, which we can use in classic utility elicitation algorithms.

We show this procedure in Algorithm 2 and discuss two implementations of FormatRank: Rank2Pairs and One-vs-All. Denoting $(\theta, a)_{(i)}$ as the *i*-th preferred stateaction pair of the minibatch, Rank2Pairs converts a ranking of decreasing preference $\mathcal{R} = ((\theta, a)_{(1)}, \cdots, (\theta, a)_{(b)})$ to a list of pairwise comparisons by adding $(\theta, a)_{(i)} \succ (\theta, a)_{(j)}$ whenever i < j. In contrast, One-vs-All assumes that the LLM is indifferent towards all but the top-ranked stateaction pair, *i.e.*, $\{(\theta, a)_{(1)} \succ (\theta, a)_{(i)} \mid \forall 2 \le i \le b\}$. This implementation may be desirable when accurate comparisons of certain suboptimal state-actions is challenging. LLMs are also known to exhibit hallucination behavior for intensive quantitative reasoning tasks (Ji et al., 2023), and thus some middle-of-the-pack rankings may not be informative compared to the top-ranked state-action pair.

We then make use of these preferences as training data for a Bradley-Terry model (Bradley & Terry, 1952) to elicit an approximate utility function $U: \Theta \times \mathcal{A} \to \mathbb{R}$ with respect to the sampled state-action pairs.

Eliciting meaningful utilities involves learning from rich preferences that ideally cover a large set of state-action samples. This desiderata presents a challenge as we observe that LLMs can behave erroneously, such as omitting or ranking candidates based on the order they appear in context. As a remedy, we discuss two ingredients that we show improve utility elicitation: batching and variance reduction.

Algorithm 2 UTILITYELICITATION $(\mathcal{M}, \mathcal{P}, \pi^{\text{LLM}}, s, b, q)$

Input: LLM \mathcal{M} , user prompt $\mathcal{P} = (\mathcal{G}, \mathcal{A}, \mathcal{C})$, proposal distribution $\pi^{\text{LLM}}(\cdot | \mathcal{C})$, sample size s, minibatch size b, and overlap proportion q. # Sample fixed states for each action $S_A \leftarrow \mathcal{A} \times \{\theta_i \mid \theta_i \sim \pi^{\text{LLM}}(\cdot \mid \mathcal{C}), 1 \le i \le \lfloor s/|\mathcal{A}| \rfloor\}$ $S_A \leftarrow \text{shuffle}(S_A)$ $\Omega \leftarrow \{\}$ # Pairwise comparisons for i = 1 to s with step $|b \times (1-q)|$ do # Rank the minibatch $\mathcal{R} \leftarrow \mathcal{M} \left(\mathcal{P}, (\theta_i, a_i), \cdots, (\theta_{i+b}, a_{i+b}) \right)$ # Format into comparison & update $\Omega \leftarrow \Omega \cup \mathrm{FormatRank}(\mathcal{R})$ end for return $U(\cdot, \cdot) \coloneqq \text{BradleyTerry}(\Omega) \in \mathbb{R}^s$

Batching We implement a batched inference procedure that slices state-action samples $S_A = \{(\theta, a)\}$ into overlapping minibatches for ranking. We ensure that q% of samples are shared between two consecutive minibatches drawn from S_A , wherein q is a hyperparameter that modulates a minibatch's degree of exposure to the preference of the previous minibatch. Larger q results in finer-grained preference at the cost of more queries. Effects of q are ablated in Figure 3.

Variance Reduction Directly sampling $|S_A|$ state values from the proposal distribution π^{LLM} may lead to highvariance estimates of utilities. We instead sample $|S_A|/|\mathcal{A}|$ independent state values from π^{LLM} , create $|\mathcal{A}|$ duplicates, and pair them with each action a. See Figure 5 in Appendix A for a more intuitive illustration.

3.4. Expected Utility Maximization

As the final step in DeLLMa, we must compute the expected utility for each action, and then return the action that maximizes the expected utility.

For each action, we can compute a Monte Carlo estimate of the expected utility using state-action samples (drawn from the state forecast distribution $\pi^{\text{LLM}}(\theta \mid C)$), as well as the elicited utility function. Note that these calculations are all performed analytically (not via an LLM).

In particular, we can approximate the expected utility $U_{\mathcal{C}}(a)$ as a Monte Carlo estimate, written

$$U_{\mathcal{C}}(a) = \mathbb{E}_{\pi(\theta|\mathcal{C})} \left[U(\theta, a) \right] \approx \frac{1}{|S|} \sum_{\theta \in S} U(\theta, a), \quad (3)$$

given a set of state samples $S \subseteq \Theta$ drawn from our LLMdefined state forecast distribution, which is an approximation of the LLM's posterior belief distribution about states given context C, *i.e.*, $S \stackrel{i.i.d.}{\sim} \pi^{\text{LLM}}(\theta \mid C) \approx \pi(\theta \mid C)$.

After computing the expected utility $U_{\mathcal{C}}(a)$ for each action, DeLLMa returns the final decision to the user:

$$a^* = \arg\max_{a \in \mathcal{A}} U_{\mathcal{C}}(a). \tag{4}$$

DeLLMa: A Framework for Decision Making Under Uncertainty with LLMs



Figure 2. Results on the **Agriculture** environment. We show that all DeLLMa variants outperform baseline methods; DeLLMa-Pairs is the best, followed by Top1 and Naive. This result implies that the full ranking of state-action pairs is useful for utility elicitation here.

4. Experiments

We evaluate the performance of DeLLMa on two decision making under uncertainty problems sourced from distinct domains: agricultural planning and finance investing. Both problems involve sizable degrees of uncertainty from diverse sources, and are representative of different data modalities (natural language and tabular) involved in decision making.

We propose DeLLMa variants designed to assess algorithmic improvements outlined in Section 3.

- **DeLLMa-Pairs** is our *de facto* method that employs all techniques in §3.3 and Rank2Pairs for utility elicitation.
- DeLLMa-Top1 is identical to DeLLMa-Pairs, but replaces Rank2Pairs with One-vs-All.
- **DeLLMa-Naive** represents a base version of DeLLMa-Pairs, wherein we sample different states for each action and construct pairwise comparisons from a single batch (*i.e.*, no batching and no variance reduction).

For DeLLMa-Pairs and Top1, we allocate a *per action sample size* of 64 and a minibatch size of 32. We set the overlap proportion q to 25% for the **Agriculture** dataset and 50% for the **Stocks** dataset due to budget constraints. For DeLLMa-Naive, we fix a *total sample size* of 50, which is the maximal size we observe our LLM to yield a plausible ranking without obvious hallucinations. For our LLM in all experiments shown (in all methods), we use GPT-4¹.

We compare DeLLMa against three baselines—zero-shot, self-consistency, and chain-of-thought, described as follows:

- **Zero-Shot.** Only the goal \mathcal{G} , the action space \mathcal{A} , and the context \mathcal{C} is provided. We adopt a greedy decoding process by setting temperature = 0. An example prompt for each task is provided in Figures 9 and 15.
- Self-Consistency (SC) (Wang et al., 2022). We use the

exact same prompt as in zero-shot, but with temperature = 0.5 to generate a divserse set of K responses. We take the majority voting of the K responses and record it as the final prediction. Our preliminary study finds that LLMs tend to be very confident in their decisions, and even with much higher temperature than 0.5, often all K independent runs provide quite consistent decisions. We thus set K = 5 to balance cost and performance.

Chain-of-Thought (CoT) (Wei et al., 2022). For decision making tasks, there isn't a standard CoT pipeline. Inspired by workflows from decision theory, we create a prompting chain consisting of three steps: (1) ask for unknown factors that impact the decision; (2) given these, ask for their possibility of occurence; (3) then ask for a final decision. Such a mechanism looks very similar to the DeLLMa pipeline (see §3) but only consists of prompting. Exampular CoT prompts are provided at Figure 16.

Evaluation Metrics. For both datasets, our action spaces consist of a set of items, and we evaluate the performance of both DeLLMa and baseline methods by comparing the *accuracy* of their prediction from this set against the ground-truth optimal action (*i.e.*, the action that maximizes ground-truth utility). We also report *normalized utility—i.e.*, the ground-truth utility of the action chosen by a given method, normalized by the optimal ground-truth utility—in Appendix B.

We defer more involved decision-making under uncertainty problems, such as constructing a weighted combination of actions (*i.e.*, a portfolio), to future works.

4.1. Agriculture

Data Acquisition. We collect bi-annual reports published by the United States Department of Agriculture (USDA) that provide analysis of supply-and-demand conditions in the U.S. fruit markets². To emulate real-life farming timelines,

¹We use GPT-4 checkpoint gpt4-1106-preview. Final experiments are conducted between January 15^{th} to 25^{th} 2024.

²www.ers.usda.gov/publications/ pub-details/?pubid=107539



Figure 3. (Left) Ablation Study on sample size and overlap percentage used by DeLLMa. Increasing both parameters can produce better performance (measured by average accuracy) under both Pairs and Top1 variants. When ablating overlap percentage, we fix sample size at 16; when ablating sample size, we fix overlap percentage at 25%. (**Right**) Illustration of the DeLLMa decision tree for the agriculture dataset, showing two of the actions, and two of the sampled states per action. Each weight w denotes the posterior probability $\pi(\theta_i^{(j)} | C)$.

we use the report published in September 2021 as context for planning the forthcoming agricultural year. We additionally supplement these natural language contexts with USDA-issued price and yield statistics in California³.

We define the utility of planting a fruit as its price \times yield reported in the forthcoming year. We identify 7 fruits apple, avocado, grape, grapefruit, lemon, peach, and pear that are both studied in the September 2021 report, and endowed with these statistics in 2021 and 2022. We create decision making problems by enumerating all possible combinations of availble fruits, resulting in 120 instances. For each decision-making instance, we use related sections of the USDA report and current-year price and yield statistics as context. See Appendix C.1 and Figure 8 for additional details on preprocesisng, and Figure 10 for DeLLMa prompts.

Main Result We present our numerical results in Figure 2, and observe that all DeLLMa strategies consistently outperform baseline comparison methods, especially for larger action sets. Among DeLLMa variants, the performance of Pairs and Top1 are consistent across the board; both are significantly better than Naive. This observation demonstrates the benefits of algorithmic modifications outlined in Section 3.3; we provide more detailed analyses in the Ablation Study below.

Failure Modes of Baseline Methods A surprising observation is that all our baseline methods consistently *under*-*perform* random guessing, in the case of larger action sets. A shared failure mode is that these methods elicit decisions that echo the sentiments presented in context, and they lack the ability to reason *what-if* scenarios that lead to

³www.nass.usda.gov/Quick_Stats/Ag_ Overview/stateOverview.php?state=CALIFORNIA utility changes. Our experiments on SC and CoT indicate that neither sampling reasoning paths, prompting the model to imagine the alternatives, nor augmenting an LLM with a posterior belief distribution can fundamentally enhance the model's ability to reason with *uncertainty*. In contrast, we ground DeLLMa methods in counterfactual scenarios via providing sampled belief states as contexts. See Appendix C.3 and Figures 12 to 14 for discussions on failure cases of baseline methods that are addressed by DeLLMa.

Ablation Study Referring back to the Main Result, a potential explanation for the performance gap between DeLLMa-Naive and Pairs/Top1 is the discrepancy in sample size: for Naive, we allocate a fixed sample size (50) for all decisionmaking instances, and we allocate a fixed *per action sample size* (64) for Pairs and Top1. We eliminate this confounder in our ablation study, by noting that with *per action sample size* 8 (middle subfigure in Figure 3), DeLLMa-Pairs/Top1 achieve comparable performance to Naive, despite only receiving 16-48 samples in total for each problem instance.

In Figure 3, we observe linear performance trends when scaling up overlap percentage and sample size. Intuitively, both higher overlap percentages (*i.e.*, more exposure between minibatches) and larger sample size lead to construction of finer-grained pairwise comparisons and thus high quality approximate utilities. Furthermore, DeLLMa-Pairs consistently outperforms Top1 for the Agriculture dataset, implicating that a nontrivial portion of the pairwise comparisons are meaningful. However, we note that the number of required API queries scales linearly with both parameters, and users are advised to choose these parameters that balance performance and cost. We report statistics for API queries and prompt lengths for our methods in Table 1 of Appendix B.

📕 Chain-of-Thought 📕 Self-Consistency 📕 DeLLMa (Naive) 📕 DeLLMa (Top1) 📕 DeLLMa (Pairs) Zero-Shot 90 68 57 14 57.1 Accuracy 45 7 14 37 14 31.43 23 17.14 14.29 9.52 0 2 3 5 6 4 Average Number of Actions

DeLLMa: A Framework for Decision Making Under Uncertainty with LLMs

Figure 4. Results on the **Stocks** environment. We show that on average, DeLLMa-Top1 outperforms all baselines. DeLLMa-Pairs is slightly worse than its Top1 counterpart, meaning that ranking state-action pairs is still a challenging task.

4.2. Stocks

Making decisions on stocks is a problem involving many uncertainties. Moreover, it's fundamentally different from the agriculture decisions in many factors. Most evidently is the difference in input format – contexts for agriculture rely more on textual information (summarizations from USDA reports) whereas contexts for stocks are tabular data (historical prices per share). Stocks data are well suited to test LLMs capability in reasoning on tabular data and on highly volatile situations.

Data Acquisition. Similar to the setup in Section 4.1, the action space A is limited to combinations of 7 stocks and there are in total 120 possible combinations (excluding the combinations involving single stocks). In our experiments, we choose popular stocks whose symbols are AMD, DIS, GME, GOOGL, META, NVDA and SPY. Unlike agriculture data where the context C are collected through USDA reports, we collect historical stock prices as the context for this problem. As illustrated in Figure 1, each stock is presented with 24 monthly price in history. In preventing possible data leakage and promoting LLMs to use their common-sense knowledge in making decisions, when using gpt4-1106-preview as the LLM checkpoint, historical price between December 2021 to November 2023 are provided as the context C. These historical monthly prices are collected via Yahoo Finance⁴ manually by the authors.

The goal of the LLM agent is to choose which stock to invest on 2023-12-01 and sell on the last trading day of that month (2023-12-29) so that the return is maximized. Detailed prompts are presented in Appendix D. We note that we only consider the simplistic setting—choosing *one* stock from a set of options $\{a_1, \dots, a_n\}$.

Main Results. Similarly, we compare three variants of DeLLMa with the three popular baselines. Shown in Fig-

ure 4, most of the observations are consistent with those in the agriculture experiments—DeLLMa's variants outperform the baseline candidates. Unlike the agriculture setting, here *DeLLMa-Naive barely improves over the baselines*. We hypothesis this is due to the fact of high volatility of stocks data, that inefficient sample size without variance reduction would produce highly volatile predictors as well. This also validates the need for the design of the DeLLMa-Pairs and DeLLMa-Top1 methods.

Additionally, *DeLLMa-Top1 performs better than DeLLMa-Pairs in stocks data.* This is surprising at first glance since DeLLMa-Pairs have more observations in terms of pairwise preferences and ranking of sampled action-state pairs. However, upon further consideration, we hypothesize potential explanations: LLM hallucination is still an unsolved problem. For high-volatity data like stocks, LLMs can easily hallucinate with internal rankings if asked to do impossible tasks (such as to rank a batch of options where a ground-truth ranking may not exist). On the other hand, the model may still have high confidence about its prediction of the top choice in the batch. In such scenarios, using the hallucinated rankings may only provide extra noise that hinders the model performance.

5. Conclusion

We propose DeLLMa, a framework designed to harness LLMs for decision making under uncertainty in high-stakes settings. We discuss a structured approach in which we provide a scaffold for LLMs that follows the principles of classical decision theory, and then develop a feasible implementation with LLMs. Through experiments on real datasets, we highlight a systematic failure of popular prompting strategies when applied to this type of decision making task, and demonstrate the benefits of our approach to address these issues. The modularity of our framework avails many possibilities, most notably auditability and using LLMs for a broader spectrum of probablistic reasoning tasks.

⁴finance.yahoo.com

Impact Statement

Rational decision making under uncertainty has been extensively studied across many disciplines, but remains elusive even for humans. Our work bears significant societal consequences as we live in a world where humans increasingly rely on intelligent assistants for diverse problems. Unfortunately, existing foundation models and LLMs are not capable of acting optimally under uncertainties yet, which may induce harm if the general public delegate these models for decision making. These risks are exacerbated when intelligent assistants operate as a black box without adequate transparency. DeLLMa serves as a first step towards an approach that builds trust for humans to rely on these systems to make important decisions under uncertainty.

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A. Utility Elicitation Details

In Figure 5, we show an illustration of the overlapped batching and variance reduction strategies that DeLLMa uses in its utility elicitation procedure (described in detail in Section 3.3).



Figure 5. Schematic diagram of overlapped batching and variance reduction.

B. Additional Results

In Figures 6 and 7 we show the normalized utility (*i.e.*, ground-truth utility of the chosen action, normalized by the maximum ground-truth utility) of each method. These results can be contrasted against the accuracy of each method's prediction of the optimal action in Figures 2 and 4.



Figure 6. Normalized utility for the **Agriculture** dataset. Across all action sizes, DeLLMa-Pairs/Top1 outperforms other methods, including DeLLMa-Naive. Similar to accuracy, DeLLMa-Pairs slightly outperforms Top1, which is consistent with our hypothesis that the complete ranking generated from GPT-4 is meaningful.



Figure 7. Normalized utility for the **Stock** dataset. DeLLMa-Top1 is competitive againt Pairs, suggesting that financial decision making may be a challenging scenario for GPT-4 to elicit preference unequivocally.

Aside from performance improvements, we also compare the cost measured in terms of prompt length and API calls in Table 1. For the **Agriculture** dataset, DeLLMa-Naive is comparable to SC in terms of prompt length and significantly outperform the latter, while only requiring 20% of API calls. DeLLMa-Pairs/Top1 can push the performance further, but incurs a higher cost, especially for large sample sizes.

	Zero-Shot	СоТ	SC	DeLLMa-Naive	DeLLMa-Pairs (16)	DeLLMa-Pairs (64)
API Calls	1	3	5	1	3	10
Word Counts	693.71	2724.2	3468.55	3681.94	7254.46	28895.46

Table 1. Number of GPT-4 API calls and word counts per decision-making instance (with action set size 4 for the **Agriculture** dataset) across all methods discussed in Section 4. For DeLLMa-Naive, we set the total sample size to 50. For DeLLMa-Pairs, we fix the overlap percentage to 25% and vary the *per action sample size* from 16 to 64. DeLLMa-Top1 has the same statistics as DeLLMa-Pairs since they only differ in post processing.

C. Additional Details for Agriculture

C.1. Dataset Curation

To reduce context length, we make use of GPT-4 to provide executive and per-fruit summaries of the report, reducing the context length from 8,721 words (\sim 12,000 tokens) to < 700 words (\sim 1,000 tokens). We proof-read these summaries to ensure that they do not contain any factual errors. For each decision-making instance, we use the executive summary, the summaries relevant to the fruits in consideration, and their current-year price and yield statistics as context. We provide prompt for summarizing the report in Appendix C.2, and report concrete summaries and statistics in supplementary materials.

C.2. Prompt Used by Agriculture

We first present in Figure 8 the prompt used for summarizing the context in our **Agriculture** experiments. These summaries are used for all methods including baselines and DeLLMa variants.

EXAMPLE SUMMARIZATION PROMPT FOR AGRICULTURE

Below is an agriculture report published by the USDA: <USDA Fruits & Nuts Report, omitted for brevity>" Please write a detailed summary of the report. You should format your response as a JSON object. The JSON object should contain the following keys: - 'summary': a string that summarize, in detail, the overview of the report. Your summary should include price, yield, production, and other information relevant to a farmer making decisions about what to plant. You should also include key factors, such as weather, supply chain, and demand, that affect the market. - 'apple': a string that describes, in detail, information pertaining to apple in the report. You should include information on apple prices and production, as well as factors that affect them. - 'avocado': a string that describes, in detail, information pertaining to avocado in the report. You should include information on avocado prices and production, as well as factors that affect them. - 'grape': a string that describes, in detail, information pertaining to grape in the report. You should include information on grape prices and production, as well as factors that affect them. - 'grapefruit': a string that describes, in detail, information pertaining to grapefruit in the report. You should include information on grapefruit prices and production, as well as factors that affect them. - 'lemon': a string that describes, in detail, information pertaining to lemon in the report. You should include information on lemon prices and production, as well as factors that affect them. - 'peach': a string that describes, in detail, information pertaining to peach in the report. You should include information on peach prices and production, as well as factors that affect them. - 'pear': a string that describes, in detail, information pertaining to pear in the report. You should include information on pear prices and production, as well as factors that affect them. - 'factors': a list of strings that enumerates the factors that affect the market, based on the report. You should include at least 5 factors, ranked in decreasing order of importance. Figure 8. EXAMPLE SUMMARIZATION PROMPT FOR AGRICULTURE

^ahttps://www.ers.usda.gov/publications/pub-details/?pubid=107539

We now present in Figure 9 the prompt for Zero-Shot experiments consisting of $\mathcal{P} = (\mathcal{G}, \mathcal{C}, \mathcal{A})$, with summaries generated from Figure 8 as context. All other baselines and DeLLMa agents extend from this prompt.

EXAMPLE ZERO-SHOT PROMPT FOR AGRICULTURE

Below is an agriculture report published by the USDA. It gives an overview of the fruit and nut market in the United States, with an additional focus on information pertaining to apple, avocado.

Market Overview: the USDA report indicates a general increase in U.S. production of major noncitrus fruits for 2021, with apples, grapes, peaches, cranberries, and sweet and tart cherries seeing a rise in production, while pear production is forecasted to decline. the impact of extreme weather events and california's ongoing drought on crop yields is uncertain. fruit and tree nut grower price indices remain high, with fluctuations throughout 2021. the consumer price index for fresh fruit also increased, suggesting higher retail prices. the northwest heat dome has introduced production uncertainty, particularly for tree fruits. the U.S. citrus season ended with declines in all commodities except california tangerines, and citrus prices are higher. tree nut supplies are forecasted to be down from the previous year's record, with smaller almond and walnut crops expected to increase grower prices. factors such as weather conditions, supply chain issues, and demand are influencing the market.

- Apple:

- Product Summary: apple production is forecasted to be up 3 percent from 2020/21 but down 5 percent from 2019/20. washington state's crop is expected to be larger, but there is concern over heat damage. export markets may remain sluggish due to high tariffs and shipping challenges, potentially pushing more apples into the domestic market and lowering prices. processing prices may rise due to declines in new york and michigan, which account for a significant portion of processed apples.

- California Price and Yield Statistics: the average apple yield is 19,000 LB / ACRE and the average price per unit is 0.244 $\$ / LB. - Avocado:

- Product Summary: california avocado production has decreased, with wildfires and water restrictions impacting yields. however, U.S. avocado consumption has increased significantly, with imports from mexico and peru growing substantially. mexico dominates the U.S. avocado market, with imports peaking from may through july. peruvian imports compete during the summer months, traditionally a period of lower mexican imports.

- California Price and Yield Statistics: the average avocado yield is 2.87 TONS / ACRE and the average price per unit is 2,430 \$ / TON.

I'm a farmer in California planning what fruit to plant next year. I would like to maximize my profit with '10' acres of land.

Below are the actions I can take:

Action 1. apple: 10 acres Action 2. avocado: 10 acres

I would like to know which action I should take based on the information provided above.

Figure 9. EXAMPLE ZERO-SHOT PROMPT FOR AGRICULTURE

Figure 10 illustrates an exemplar prompt for DeLLMa agent on the **Agriculture** dataset. All DeLLMa variants follow the same prompt structure, but differs in the means state-action pairs are prepared.

EXAMPLE DELLMA RANKING PROMPT FOR AGRICULTURE

Below is an agriculture report published by the USDA. It gives an overview of the fruit and nut market in the United States, with an additional focus on information pertaining to apple, avocado. Market Overview: the usda report indicates a general increase in u.s. production of major noncitrus fruits for 2021, with apples, grapes, peaches, cranberries, and sweet and tart cherries seeing a rise in production, while pear production is forecasted to decline. the impact of extreme weather events and california's ongoing drought on crop yields is uncertain. Fruit also increased, suggesting higher retail prices. the northwest heat dome has introduced production uncertainty, particularly for tree fruits. the u.s. citrus season ended with declines in all commodities except california tangerines, and outrus prices are higher. tree nut supplies are forecasted to be down from the previous year's record, with smaller almond and walnut crops expected to increase grower prices. factors such as weather conditions, supply chain issues, and demand are influencing the market product Summary: apple production is forecasted to be up 3 percent from 2020/21 but down 5 percent from 2019/20. Ashington state's crop is expected to be larger, but there is concern over heat damage. export markets may remain sluggish due to high tariffs and shipping challenges, potentially pushing more apples into the domestic market and lowering prices california Price and Yield Statistics: the average apple yield is 19,000 LB / ACRE and the average price per unit is 0.244 \$ / LB avocado: - Product Summary: california avocado production has decreased, with wildfires and water restrictions impacting yields avoid: - Product Summary: california avocado production has decreased, with wildfires and water restrictions impacting yields avoid: - Product Summary: california avocado production has decreased, with wildfires and water restrictions impacting yields avorad
is to choose an optimal action, while accounting for uncertainty in the unknown state. Previously, you have already provided a forecast of future state variables relevant to planting decisions. The state is a vector of 6 elements, each of which is a
random variable. The state variables (and their most probable values) are enumerated below: - climate condition: 'continued drought': 'very likely', 'mild improvement': 'somewhat likely', 'significant improvement':
'unlikely' - supply chain disruptions: 'minor disruptions': 'somewhat likely', 'moderate disruptions': 'likely', 'severe disruptions':
'somewhat unlikely' - apple price change: 'increase': 'somewhat likely', 'no change': 'likely', 'decrease': 'somewhat unlikely'
<pre>- apple yield change: 'increase': 'somewhat unlikely', 'no change': 'likely', 'decrease': 'somewhat likely' - avocado price change: 'increase': 'likely', 'no change': 'somewhat likely', 'decrease': 'unlikely'</pre>
- avocado yield change: 'increase': 'unlikely', 'no change': 'somewhat likely', 'decrease': 'likely' Below, I have sampled a set of state-action pairs, wherein states are sampled from the state belief distribution you provided
and actions are sampled uniformly from the action space. I would like to construct a utility function from your comparisons of state-action pairs
- State-Action Pair 1. State: climate condition: continued drought, supply chain disruptions: minor disruptions, apple price change: no change, apple yield change: no change, avocado price change: increase, avocado yield change: decrease; Action 1. apple: 10 acres
- State-Action Pair 2. State: climate condition: significant improvement, supply chain disruptions: moderate disruptions, apple price change: decrease, apple yield change: decrease, avocado price change: decrease, avocado yield change: decrease; Action 2. avocado: 10 acres
[State-Action Pairs 3 - 7, omitted for brevity] - State-Action Pair 8. State: climate condition: continued drought, supply chain disruptions: minor disruptions, apple
price change: decrease, apple yield change: increase, avocado price change: no change, avocado yield change: increase; Action 2. avocado: 10 acres You should format your response as a JSON object. The JSON object should contain the following keys:
- decision: a string that describes the state-action pair you recommend the farmer to take. The output format should be the same as the format of the state-action pairs listed above, e.g. State-Action Pair 5.
- rank: a list of integers that ranks the state-action pairs in decreasing rank of preference. For example, if you think the first state-action pair is the most preferred, the second state-action pair is the second most preferred, and so on. For example, [1, 2, 3, 4, 5].
- explanation: a string that describes, in detail, the reasoning behind your decision. You should include information on the
expected yield and price of each fruit, as well as factors that affect them.
Figure 10. EXAMPLE DELLMA RANKING PROMPT FOR AGRICULTURE

In Figure 11 we present the prompt for *state enumeration* and *state forecasting* for the **Agriculture** dataset. Our implementation combines these two modules, but in the future they should be separate as our framework continues to progress. For example, *state enumeration* may leverage retrieval-augmented generation (Lewis et al., 2020) for generating high-quality unknown factors, and *state forecasting* may resort to tool usage to delibrate calibrated belief distributions from quanitative analysis.

EXAMPLE BELIEF STATE ELICIATION PROMPT FOR AGRICULTURE

Below is an agriculture report published by the USDA. It gives an overview of the fruit and nut market in the United States, with an additional focus on information pertaining to apple, avocado, grape, grapefruit, lemon, peach, pear. Market Overview: the usda report indicates a general increase in u.s. production of major noncitrus fruits for 2021, with apples, grapes, peaches, cranberries, and sweet and tart cherries seeing a rise in production, while pear production is the impact of extreme weather events and california's ongoing drought on crop yields is uncertain. forecasted to decline. fruit and tree nut grower price indices remain high, with fluctuations throughout 2021. the consumer price index for fresh fruit also increased, suggesting higher retail prices. the northwest heat dome has introduced production uncertainty, and citrus prices are higher. tree nut supplies are forecasted to be down from the previous year's record, with smaller almond and walnut crops expected to increase grower prices. factors such as weather conditions, supply chain issues, and demand are influencing the market.

- Apple:

- Product Summary: apple production is forecasted to be up 3 percent from 2020/21 but down 5 percent from 2019/20. washington state's crop is expected to be larger, but there is concern over heat damage. export markets may remain sluggish due to high tariffs and shipping challenges, potentially pushing more apples into the domestic market and lowering prices. processing prices may rise due to declines in new york and michigan, which account for a significant portion of processed apples.

California Price and Yield Statistics: the average apple yield is 19,000 LB / ACRE and the average price per unit is 0.244 \$ / LB. - avocado:

Product Summary: california avocado production has decreased, with wildfires and water restrictions impacting yields. however, u.s. avocado consumption has increased significantly, with imports from mexico and peru growing substantially. mexico dominates the u.s. avocado market, with imports peaking from may through july. peruvian imports compete during the summer months, traditionally a period of lower mexican imports.

- California Price and Yield Statistics: the average avocado yield is 2.87 TONS / ACRE and the average price per unit is 2.430 \$ / TON. - grape:

- Product Summary: grape production is forecasted to be up 9 percent from 2020, despite drought and heat conditions. california table-type grape production is also expected to increase. high heat has affected the industry, with coachella valley shipments down and central california shipments up. imports from mexico, the main competitor, were down slightly, but overall shipments were higher in 2021 than the previous year. - California Price and Yield Statistics: the average grape yield is 6.92 TONS / ACRE and the average price per unit is 908

\$ / TON.

- grapefruit:

- Product Summary: grapefruit production has been significantly affected by winter storm uri in texas, reducing the crop to half the volume predicted. florida continues to lead in grapefruit production, but the impact of citrus greening disease and decreased bearing acreage has led to lower production levels. with reduced domestic production, imports have increased, and the average price for grapefruit has risen.

- California Price and Yield Statistics: the average grapefruit yield is 457 BOXES / ACRE and the average price per unit is 24.33 \$ / BOX, ON TREE EQUIV. - lemon:

- Product Summary: lemon production is at its lowest in five years, with a 6 percent decrease for the fresh market. both california and arizona saw smaller crops, with arizona experiencing a significant drop due to heat damage. despite lower domestic production, fresh lemon imports increased, and u.s. fresh lemon exports decreased. grower prices for lemons have risen by 7 percent.

- California Price and Yield Statistics: the average lemon yield is 428 BOXES / ACRE and the average price per unit is 23.3 \$ / BOX, ON TREE EQUIV.

- peach: - Product Summary: peach production is forecasted to be up 13 percent from the previous year, potentially the largest crop since 2017. california, south carolina, and georgia all expect increases in production despite weather challenges. however, california's forecast for processing clingstone peaches is down 3 percent from the previous year.

- California Price and Yield Statistics: the average peach yield is 13.7 TONS / ACRE and the average price per unit is 763 \$ / TON.

- pear:

- Product Summary: pear production is forecasted to be similar to the previous year, with losses in washington but gains in oregon and california. the impact of the northwest heat wave on production levels is still uncertain, but traditional pear trees with large canopies may offer some protection from heat damage

California Price and Yield Statistics: the average pear yield is 15.6 TONS / ACRE and the average price per unit is 565 \$ / TON.

I would like to adopt a decision making under uncertainty framework to make my decision. The goal of you, the decision maker, is to choose an optimal action, while accounting for uncertainty in the unknown state. The first step of this procedure is for you to produce a belief distribution over the future state. The state is a vector of 16 elements, each of which is a random variable. The state variables are enumerated below: The first step of this procedure is

- climate condition: the climate condition of the next agricultural season in California

- supply chain disruptions: the supply chain disruptions of the next agricultural season in California
 apple price change: the change in price per unit of apple for the next agricultural season in California
 apple yield change: the change in yield of apple for the next agricultural season in California
 avocado price change: the change in price per unit of avocado for the next agricultural season in California
 avocado yield change: the change in yield of avocado for the next agricultural season in California
 avocado yield change: the change in yield of avocado for the next agricultural season in California
- grape price change: the change in price per unit of grape for the next agricultural season in California grape yield change: the change in yield of grape for the next agricultural season in California

- grapefruit price change: the change in yield of grapefruit of the next agricultural season in California grapefruit yield change: the change in yield of grapefruit for the next agricultural season in California lemon price change: the change in price per unit of lemon for the next agricultural season in California
- lemon yield change: the change in yield of lemon for the next agricultural season in California
- peach price change: the change in price per unit of peach for the next agricultural season in California
- peach yield change: the change in yield of peach for the next agricultural season in California
- pear price change: the change in price per unit of pear for the next agricultural season in California

- pear yield change: the change in yield of pear for the next agricultural season in California You should format your response as a JSON object with 16 keys, wherein each key should be a state variable from the list above. Each key should map to a JSON object with 3 keys, each of which is a string that describes the value of the state variable. Together, these keys should enumerate the top 3 most likely values of the state variable. Each key should map to your belief

verbalized in natural language. If the state variable is continuous (e.g. changes to a quantity), you should discretize it into 3 bins.

You should strictly choose your belief from the following list: 'very likely', 'likely', 'somewhat likely', 'somewhat unlikely', 'unlikely', 'very unlikely'. For example, if one of the state variable is 'climate condition', and the top 3 most likely values are 'drought', 'heavy precipitation', and 'snowstorm', then your response should be formatted as follows:

"climate condition": {
 "drought": "somewhat likely", "heavy precipitation": "very likely", "snowstorm": "unlikely" }, . . . }

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Figure 11. EXAMPLE BELIEF STATE ELICIATION PROMPT FOR AGRICULTURE

C.3. Failure Cases on the Agriculture Dataset

In Section 4, we postulate that a failure mode of our baseline approaches is that they lack the ability to perform probablistic reasoning, but are rather following the sentiment presented in context. Here, we qualitatively test this hypothesis, by showcasing prompts and responses from our Zero-Shot experiments. We present instances in Figures 12 to 14 that are not able to make optimal prediction with baseline methods, but are solved by DeLLMa agents.

Within each figure, we first present \mathcal{P} , followed by the (incorrect) decision and explanation generated from the Zero-Shot baseline, and then present the top-ranked state action pair generated by DeLLMa along with its explanation.

In the case of deciding between apple and grapefruit in Figure 12, GPT-4 presumes that a high price for grapefruit is sustainable due to the presence of extreme weather conditions in the *previous year*. With CoT, the model reasons with some counterfactual scenarios, such as more suitable weather for the forthcoming year, but not in a systematic way. With DeLLMa, we provide these a list of counterfactual scenarios as context, and leverage the model's ability for situational thinking and ranking to elicit an informative preference. We make similar observations for Figures 13 and 14

EXAMPLE FAILURE CASE FOR AGRICULTURE

Ground Truth: Apple

Prompt (Market overview omitted for brevity)
- apple:

- Product Summary: apple production is forecasted to be up 3 percent from 2020/21 but down 5 percent from 2019/20. washington state's crop is expected to be larger, but there is concern over heat damage. export markets may remain sluggish due to high tariffs and shipping challenges, potentially pushing more apples into the domestic market and lowering prices. processing prices may rise due to declines in new york and michigan, which account for a significant portion of processed apples. - California Price and Yield Statistics: the average apple yield is 19,000 LB /

ACRE and the average price per unit is 0.244 \$ / LB. - grapefruit:

- Product Summary: grapefruit production has been significantly affected by winter storm uri in texas, reducing the crop to half the volume predicted. florida continues to lead in grapefruit production, but the impact of citrus greening disease and decreased bearing acreage has led to lower production levels. with reduced domestic production, imports have increased, and the average price for grapefruit has risen.

- California Price and Yield Statistics: the average grapefruit yield is 457 BOXES / ACRE and the average price per unit is 24.33 \$ / BOX, ON TREE EQUIV. I'm a farmer in California planning what fruit to plant next year. I would like to maximize my profit with '10' acres of land.

Below are the actions I can take:

Action 1. apple: 10 acres

Action 2. grapefruit: 10 acres

Prediction: Grapefruit

Response Based on the provided data, grapefruit yields a higher revenue per acre than apples in california. the average yield for apples is 19,000 lb / acre at a price of 0.244 / lb, resulting in a revenue of \$4,636 per acre (19,000 lb 0.244 / lb). in contrast, grapefruit has an average yield of 457 boxes / acre at a price of 24.33 / box, on tree equiv, which results in a revenue of \$11,116.71 per acre (457 boxes 24.33 / box). despite the challenges faced by grapefruit production, such as the impact of winter storm uri and citrus greening disease, the higher price and yield per acre make grapefruit the more profitable option for maximizing profit on your 10 acres of land in california.

DeLLMa explanation for ranking the following state-action pair at the top State climate condition: continued drought, supply chain disruptions: moderate disruptions, apple price change: increase, apple yield change: no change, grapefruit price change: increase, grapefruit yield change: increase **Action** apple: 10 acres

Explanation ... given the information provided, we prioritize scenarios where the price of the crop is likely to increase and the yield is not expected to decrease significantly. state-action pair 4 is chosen as the optimal action because it occurs under a continued drought (which is very likely), with moderate supply chain disruptions (likely), an increase in apple price (somewhat likely), no change in apple yield (likely), and an increase in grapefruit yield (unlikely). this suggests that apples have a stable yield and a potential for price increase, making them a more reliable choice for maximizing profit. the ranking of the other state-action pairs is based on a similar evaluation of the expected outcomes, with a preference for scenarios with stable or increasing prices and yields, and lower risk of negative impacts from climate and supply chain disruptions.

Figure 12. FAILURE EXAMPLE APPLE VS. GRAPEFRUIT

EXAMPLE FAILURE CASE FOR AGRICULTURE

Ground Truth: Avocado

Prompt (Market overview omitted for brevity)
- avocado:

- Product Summary: california avocado production has decreased, with wildfires and water restrictions impacting yields. however, u.s. avocado consumption has increased significantly, with imports from mexico and peru growing substantially. mexico dominates the u.s. avocado market, with imports peaking from may through july. peruvian imports compete during the summer months, traditionally a period of lower mexican imports.

- California Price and Yield Statistics: the average avocado yield is 2.87 TONS / ACRE and the average price per unit is 2,430 $\$ / TON.

- grape:

- Product Summary: grape production is forecasted to be up 9 percent from 2020, despite drought and heat conditions. california table-type grape production is also expected to increase. high heat has affected the industry, with coachella valley shipments down and central california shipments up. imports from mexico, the main competitor, were down slightly, but overall shipments were higher in 2021 than the previous year.

- California Price and Yield Statistics: the average grape yield is 6.92 TONS / ACRE and the average price per unit is 908 $\$ / TON.

I'm a farmer in California planning what fruit to plant next year. I would like to maximize my profit with '10' acres of land.

Below are the actions I can take:

Action 1. avocado: 10 acres

Action 2. grape: 10 acres

Prediction: Grape

Response ... although avocados have a higher price per ton, the significantly higher yield of grapes per acre makes grape production more profitable on a per-acre basis. additionally, the grape production is forecasted to be up despite the drought and heat conditions, indicating a resilient crop under current conditions. in contrast, avocado production has decreased due to wildfires and water restrictions, which may pose a higher risk. therefore, planting grapes is recommended to maximize profit on the 10 acres of land.

DeLLMa explanation for ranking the following state-action pair at the top

State climate condition: continued drought, supply chain disruptions: minor disruptions, avocado price change: increase, avocado yield change: decrease, grape price change: increase, grape yield change: no change Detion avocado: 10 apres

Action avocado: 10 acres

Explanation the decision is based on the combination of favorable price changes for avocados and the increase in avocado yield despite the continued drought. the state indicates an increase in avocado price, which is likely, and a decrease in avocado yield, which is somewhat likely. however, the decrease in yield is offset by the high price per ton for avocados, which is significantly higher than that of grapes. additionally, the state indicates an increase in grape price, which is somewhat likely, and no change in grape yield, which is somewhat likely. however, the lower price per ton for grapes makes the avocado option more appealing financially. the continued drought condition is a concern for both crops, but avocados have historically been a more profitable crop in california due to their higher price per unit and strong market demand. the minor supply chain disruptions are less severe than moderate disruptions, which could affect the grape market more due to its reliance on timely shipments for fresh consumption. the combination of high prices and the ability to withstand drought conditions makes avocados a more optimal choice for maximizing profit on the 10 acres of land available.

Figure 13. FAILURE EXAMPLE AVOCADO VS. GRAPE

EXAMPLE FAILURE CASE FOR AGRICULTURE

Ground Truth: Pear

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Prompt (Market overview omitted for brevity)
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- lemon:

- Product Summary: lemon production is at its lowest in five years, with a 6 percent decrease for the fresh market. both california and arizona saw smaller crops, with arizona experiencing a significant drop due to heat damage. despite lower domestic production, fresh lemon imports increased, and u.s. fresh lemon exports decreased. grower prices for lemons have risen by 7 percent.

- California Price and Yield Statistics: the average lemon yield is 428 BOXES / ACRE and the average price per unit is 23.3 \$ / BOX, ON TREE EQUIV.
- pear:

- Product Summary: pear production is forecasted to be similar to the previous year, with losses in washington but gains in oregon and california. the impact of the northwest heat wave on production levels is still uncertain, but traditional pear trees with large canopies may offer some protection from heat damage.

- California Price and Yield Statistics: the average pear yield is 15.6 TONS / ACRE and the average price per unit is 565 \pm / TON.

I'm a farmer in California planning what fruit to plant next year. I would like to maximize my profit with '10' acres of land.

Below are the actions I can take: Action 1. lemon: 10 acres Action 2. pear: 10 acres

Prediction: Lemon

Response

based on the provided data, we can calculate the expected revenue for both lemons and pears per acre and then extrapolate that to 10 acres. for lemons, the average yield is 428 boxes per acre, and the average price per box is \$23.3. this results in an expected revenue of 428 boxes/acre * \$23.3/box = \$9,972.4 per acre. for 10 acres, this would be \$99,724. for pears, the average yield is 15.6 tons per acre, and the average price per ton is \$565. this results in an expected revenue of 15.6 tons/acre \star \$565/ton = \$8,814 per acre. for 10 acres, this would be \$88,140. comparing the two, lemons are expected to yield higher revenue per acre than pears. additionally, the report indicates that lemon production is at its lowest in five years and grower prices have risen by 7 percent, which could potentially lead to even higher revenues if the trend continues. on the other hand, pear production is forecasted to be similar to the previous year and the impact of the northwest heat wave on production levels is still uncertain. therefore, based on the expected revenue and market conditions, planting lemons would be the more profitable action. DeLLMa explanation for ranking the following state-action pair at the top State climate condition: mild improvement, supply chain disruptions: minor disruptions, lemon price change: decrease, lemon yield change: no change, pear price change: increase, pear yield change: decrease Action pear: 10 acres

Explanation the state indicates a mild improvement in climate conditions, which is beneficial for crop growth, and minor supply chain disruptions, which are less likely to impact the delivery and sale of the produce. additionally, the lemon price is expected to decrease, and the lemon yield is not expected to change, which could result in lower profitability for lemons. on the other hand, the pear price is expected to increase, and although the pear yield is expected to decrease, the higher price could compensate for the lower yield, potentially leading to higher profits for pears. furthermore, the average yield and price per unit for pears in california are favorable, with a high price per ton and a reasonable yield per acre. given the uncertainties in the market and the specific conditions of the state variables, planting pears seems to be the more prudent choice in this scenario. pairs with conditions that are more likely to lead to increased profitability and lower risk are ranked higher.

Figure 14. FAILURE EXAMPLE LEMON VS. PEAR

D. Prompts Used by Stocks

Similar to the agriculture setup, we first present a sample zero-shot prompt in Figure 15.

EXAMPLE ZERO-SHOT PROMPT FOR STOCKS

Below are the stocks I am considering: AMD, GME. I would like to know which stock I should buy based on the information of their historical prices in the last 24 months. I can only buy one stock and I have a budget of 10000 dollars. I would like to maximize my profit. Today is 2023-12-01. I'm buying stocks today and will sell them at the end of the month (2023-12-29). Below are the information about stock AMD (i.e. Advanced Micro Devices). Units are in dollars per share. Current Price: 119.88. Historical Prices: 2021-12: 143.49, 2022-01: 126.84, 2022-02: 119.63, 2022-03: 112.68, 2022-04: 95.80, 2022-05: 94.27, 2022-06: 90.85, 2022-07: 82.90, 2022-08: 96.37, 2022-09: 74.99, 2022-10: 60.32, 2022-11: 69.61, 2022-12: 68.09, 2023-01: 70.27, 2023-02: 82.07, 2023-03: 90.47, 2023-04: 90.81, 2023-05: 102.22, 2023-06: 117.79, 2023-07: 113.69, 2023-08: 108.82, 2023-09: 103.11, 2023-10: 102.56, 2023-11: 117.59. Below are the information about stock GME (i.e. GameStop Corp). Units are in dollars per share. Current Price: 14.52. Historical Prices: 2021-12: 39.48, 2022-01: 29.49, 2022-02: 29.20, 2022-03: 29.93, 2022-04: 36.32, 2022-05: 26.57, 2022-06: 32.74, 2022-07: 34.21, 2022-08: 36.60, 2022-09: 26.81, 2022-10: 25.85, 2022-11: 26.21, 2022-12: 21.54, 2023-01: 19.60, 2023-02: 20.84, 2023-03: 19.42, 2023-04: 21.27, 2023-05: 21.65, 2023-06: 24.38, 2023-07: 23.04, 2023-08: 19.12, 2023-09: 17.66, 2023-10: 14.33, 2023-11: 13.15. I'm a trader planning my next move. I would like to maximize my profit with 10000 dollars. Below are the actions I can take: Action 1. AMD: 10000 dollars Action 2. GME: 10000 dollars I would like to know which action I should take based on the information provided above.

Figure 15. EXAMPLE ZERO-SHOT PROMPT FOR STOCKS

The zero-shot prompt consists of three main parts (see Figure 1 for visual illustrations): (1) an enumeration of action spaces (here AMD or GME), (2) a provided context (here, historical stock prices between December 2021 to November 2023), and (3) the goal of the user (choose only one stock to maximize their profit via investing in stocks).

Similarly, we examplify a prompt for Chain-of-Thought. Notably, we break the chain into three parts in Figure 16: (1) Enumerating unknown factors, (2) Enumerating $\pi^{\text{LLM}}(\cdot | C)$, and (3) making the final decision given the previous responses and context.

EXAMPLE CHAIN-OF-THOUGHT PROMPT FOR STOCKS

PROMPT 1

Below are the stocks I am considering: AMD, GME. I would like to know which stock I should buy based on the information of their historical prices in the last 24 months. I can only buy one stock and I have a budget of 10000 dollars. I would like to maximize my profit. Today is 2023-12-01. I'm buying stocks today and will sell them at the end of the month (2023-12-29). Below are the information about stock AMD (i.e. Advanced Micro Devices). Units are in dollars per share. Current Price: 119.88. Historical Prices: 2021-12: 143.49, 2022-01: 126.84, 2022-02: 119.63, 2022-03: 112.68, 2022-04: 95.80, 2022-05: 94.27, 2022-06: 90.85, 2022-07: 82.90, 2022-08: 96.37, 2022-09: 74.99, 2022-10: 60.32, 2022-11: 69.61, 2022-12: 68.09, 2023-01: 70.27, 2023-02: 82.07, 2023-03: 90.47, 2023-04: 90.81, 2023-05: 102.22, 2023-06: 117.79, 2023-07: 113.69, 2023-08: 108.82, 2023-09: 103.11, 2023-10: 102.56, 2023-11: 117.59. Below are the information about stock GME (i.e. GameStop Corp). Units are in dollars per share. Current Price: 14.52. Historical Prices: 2021-12: 39.48, 2022-01: 29.49, 2022-02: 29.20, 2022-03: 29.93, 2022-04: 36.32, 2022-05: 26.57, 2022-06: 32.74, 2022-07: 34.21, 2022-08: 36.60, 2022-09: 26.81, 2022-10: 25.85, 2022-11: 26.21, 2022-12: 21.54, 2023-01: 19.60, 2023-02: 20.84, 2023-03: 19.42, 2023-04: 21.27, 2023-05: 21.65, 2023-06: 24.38, 2023-07: 23.04, 2023-08: 19.12, 2023-09: 17.66, 2023-10: 14.33, 2023-11: 13.15. I'm a trader planning my next move. I would like to maximize my profit with 10000 dollars. Below are the actions I can take: Action 1. AMD: 10000 dollars Action 2. GME: 10000 dollars First think about the unknown factors that would affect your final decisions. PROMPT 2 <SAME CONTEXT> Now I have enumerated the unknown factors that would affect my final decisions: <RESPONSE FROM PROMPT 1 CONTAINING LLM ENUMERATED UNKOWN FACTORS> Given these unknow factors, think about the possiblity that each factor would occur within a month. PROMPT 3 <SAME CONTEXT> Now I have enumerated the unknown factors that would affect my final decisions: <RESPONSE FROM PROMPT 1 CONTAINING LLM ENUMERATED UNKOWN FACTORS> I also empirically estimated the possibility of occurrence of each possible factor: <RESPONSE FROM PROMPT 2 CONTAINING LLM BELIEF DISTRIBUTION OVER UNKOWN FACTORS> Given these unknow factors and the possibility estimates of these factors' occurrences, think about your final decision. I would like to know which action I should take based on the information provided above.

Figure 16. EXAMPLE CHAIN-OF-THOUGHT PROMPT FOR STOCKS

Finally, we showcase the DeLLMa ranking prompts where the LLM is asked to provide comprehensive rankings of given state-action pairs.

EXAMPLE **DELLMA** RANKING PROMPT FOR STOCKS

Below are the stocks I am considering: AMD, GME. I would like to know which stock I should buy based on the information of their historical prices in the last 24 months. I can only buy one stock and I have a budget of 10000 dollars. I would like to maximize my profit. Today is 2023-12-01. I'm buying stocks today and will sell them at the end of the month (2023-12-29). Below are the information about stock AMD (i.e. Advanced Micro Devices). Units are in dollars per share. Current Price: 119.88. Historical Prices: 2021-12: 143.49, 2022-01: 126.84, 2022-02: 119.63, 2022-03: 112.68, 2022-04: 95.80, 2022-05: 94.27, 2022-06: 90.85, 2022-07: 82.90, 2022-08: 96.37, 2022-09: 74.99, 2022-10: 60.32, 2022-11: 69.61, 2022-12: 68.09, 2023-01: 70.27, 2023-02: 82.07, 2023-03: 90.47, 2023-04: 90.81, 2023-05: 102.22, 2023-06: 117.79, 2023-07: 113.69, 2023-08: 108.82, 2023-09: 103.11, 2023-10: 102.56, 2023-11: 117.59. Below are the information about stock GME (i.e. GameStop Corp). Units are in dollars per share. Current Price: 14.52. Historical Prices: 20 2021-12: 39.48, 2022-01: 29.49, 2022-02: 29.20, 2022-03: 29.93, 2022-04: 36.32, 2022-05: 26.57, 2022-06: 32.74, 2022-07: 34.21, 2022-08: 36.60, 2022-09: 26.81, 2022-10: 25.85, 2022-11: 26.21, 2022-12: 21.54, 2023-01: 19.60, 2023-02: 20.84, 2023-03: 19.42, 2023-04: 21.27, 2023-05: 21.65, 2023-06: 24.38, 2023-07: 23.04, 2023-08: 19.12, 2023-09: 17.66, 2023-10: 14.33, 2023-11: 13.15. I'm a trader planning my next move. I would like to maximize my profit with '10000' dollars. Below are the actions I can take: Action 1. AMD: 10000 dollars Action 2 GME: 10000 dollars I would like to adopt a decision making under uncertainty framework to make my decision. The goal of you, the decision maker, is to choose an optimal action, while accounting for uncertainty in the unknown state. Previously, you have already provided a forecast of future state variables relevant to planting decisions. The state is a vector of 20 elements, each of which is a random variable. The state variables (and their most probable values) are enumerated below: <ENUMERATE STATE BELIEF DISTRIBUTION> Below, I have sampled a set of state-action pairs, wherein states are sampled from the state belief distribution you provided and actions are sampled uniformly from the action space. I would like to know which state-action pair I should take based on the information you have so far. - State-Action Pair 1. State: economic health: recession, market sentiment and investor psychology: neutral, political events and government policies: stable, natural disasters and other 'black swan' events: none, geopolitical issues: stable, merges and major acquisitions related to advanced micro devices (amd): none, regulatory changes and legal issues happened to advanced micro devices (amd): minor, financial health of advanced micro devices (amd): weak, company growth of advanced micro devices (amd): stagnant, company product launches of advanced micro devices (amd): moderate impact, merges and major acquisitions related to gamestop corp (gme): none, regulatory changes and legal issues happened to gamestop corp (gme): major, financial health of gamestop corp (gme): weak, company growth of gamestop corp (gme): stagnant, company product launches of gamestop corp (gme): moderate impact; Action 1. AMD: 10000 dollars - State-Action Pair 2. State: economic health: recession, market sentiment and investor psychology: optimistic, political events and government policies: stable, natural disasters and other 'black swan' events: minor impact, geopolitical issues: stable, merges and major acquisitions related to advanced micro devices (amd): none, regulatory changes and legal issues happened to advanced micro devices (amd): none, financial health of advanced micro devices (amd): stable, company growth of advanced micro devices (amd): rapid, company product launches of advanced micro devices (amd): successful, merges and major none, regulatory changes and legal issues happened to gamestop corp (gme): acquisitions related to gamestop corp (gme): none, financial health of gamestop corp (gme): strong, company growth of gamestop corp (gme): rapid, company product launches of gamestop corp (gme): unsuccessful; Action 2. GME: 10000 dollars - State-Action Pair 50. State: economic health: stable, market sentiment and investor psychology: neutral, political events and government policies: major upheaval, natural disasters and other 'black swan' events: minor impact, geopolitical issues: stable, merges and major acquisitions related to advanced micro devices (amd): major, regulatory changes and legal issues happened to advanced micro devices (amd): minor, financial health of advanced micro devices (amd): stable, company growth of advanced micro devices (amd): stagnant, company product launches of advanced micro devices (amd): moderate impact, merges and major acquisitions related to gamestop corp (gme): none, regulatory changes and legal issues happened to gamestop corp (gme): major, financial health of gamestop corp (gme): weak, company growth of gamestop corp (gme): moderate, company product launches of gamestop corp (gme): successful; Action 1. AMD: 10000 dollars You should format your response as a JSON object. The JSON object should contain the following keys: - decision: a string that describes the state-action pair you recommend the trader to take. The output format should be the same as the format of the state-action pairs listed above, e.g. State-Action Pair 5. rank: a list of integers that ranks the state-action pairs in decreasing rank of preference. For example, if you think the first state-action pair is the most preferred, the second state-action pair is the second most preferred, and so on. For example, [1, 2, 3, 4, 5]. - explanation: a string that describes, in detail, the reasoning behind your decision. You should include information on the

expected price of each stock, as well as factors that affect them.

Figure 17. EXAMPLE DELLMA RANKING PROMPT FOR STOCKS